

INVESTOR PRESENTATION

Second Quarter 2025



July 2025



FORWARD LOOKING STATEMENTS AND NON-GAAP DISCLAIMER

This presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including without limitation statements regarding the ability of MGP Ingredients, Inc. (the “Company” or “MGP”) to deliver its outlook; and the Company’s 2025 guidance, including its expectations for sales, adjusted EBITDA, adjusted basic earnings per common share (“EPS”), tax rate, shares outstanding, and capital expenditures. Forward looking statements are usually identified by or are associated with words such as “intend,” “plan,” “believe,” “estimate,” “expect,” “anticipate,” “project,” “forecast,” “hopeful,” “should,” “may,” “will,” “could,” “encouraged,” “opportunities,” “potential,” and similar terminology. These forward-looking statements reflect management’s current beliefs and estimates of future economic circumstances, industry conditions, Company performance, Company financial results, and Company financial condition and are not guarantees of future performance.

All forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially. Factors that could cause actual results to differ materially from our expectations include without limitation any effects of changes in consumer preferences and purchases and our ability to anticipate or react to those changes; our ability to compete effectively and any effects of industry dynamics and market conditions; damage to our reputation or that of any of our key customers or their brands; failure to introduce successful new brands and products or have effective marketing or advertising; changes in public opinion about alcohol or our products; our reliance on our distributors to distribute our branded spirits; our reliance on fewer, more profitable customer relationships; interruptions in our operations or a catastrophic event at our facilities; decisions concerning the quantity of maturing stock of our aged distillate; any inability to successfully complete our capital projects or fund capital expenditures or any warehouse expansion issues; our reliance on a limited number of suppliers; our reliance on a limited number of suppliers; work disruptions or stoppages; climate change and measures to address climate change; regulation and taxation and compliance with existing or future laws and regulations; tariffs, trade relations, and trade policies; excise taxes, incentives and customs duties; our ability to protect our intellectual property rights and defend against alleged intellectual property rights infringement claims; failure to secure and maintain listings in control states; labeling or warning requirements or limitations on the availability of our products; product recalls or other product liability claims; anti-corruption laws, trade sanctions, and restrictions; litigation or legal proceedings; limited rights of common stockholders and anti-takeover provisions in our governing documents; the impact of issuing shares of our common stock; higher costs or the unavailability and cost of raw materials, product ingredients, energy resources, or labor; failure of our information technology systems, networks, processes, associated sites, or service providers; acquisitions and potential future acquisitions; interest rate increases; reliance on key personnel; commercial, political, and financial risks; covenants and other provisions in our credit arrangements; pandemics or other health crises; ability to pay any dividends and make any share repurchases; and the effectiveness or execution of our strategic plan. For further information on these risks and uncertainties and other factors that could affect the Company’s business, see the “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” sections of the Company’s Annual Report on Form 10-K for the year ended December 31, 2024 and Quarterly Reports on Form 10-Q for the quarters ended March 31 and June 30, 2025, as well as the Company’s other SEC filings. The Company undertakes no obligation to update any forward-looking statements or information in this presentation, except as required by law.

Non-GAAP Financial Measures

In addition to providing financial information in accordance with U.S. GAAP, the Company provides certain non-GAAP financial measures that are not in accordance with, or alternatives for, GAAP. In addition to the comparable GAAP measures, the Company has disclosed adjusted operating income, adjusted net income, adjusted EBITDA, net debt, net debt leverage ratio, and adjusted basic and diluted EPS, as well as guidance for adjusted EBITDA and adjusted basic EPS. The presentation of these non-GAAP financial measures should be reviewed in conjunction with operating income, net income, debt, and basic and diluted EPS computed in accordance with U.S. GAAP and should not be considered a substitute for the GAAP measure. We believe that the non-GAAP measures provide useful information to investors regarding the Company’s performance and overall results of operations. In addition, management uses these non-GAAP measures in conjunction with GAAP measures when evaluating the Company’s operating results compared to prior periods on a consistent basis, assessing financial trends and for forecasting purposes. Non-GAAP financial measures may not provide information that is directly comparable to other companies, even if similar terms are used to identify such measures. The appendix provide a full reconciliation of historical non-GAAP financial measures to the most directly comparable U.S. GAAP financial measure. Full year 2025 guidance measures of adjusted EBITDA and adjusted basic EPS are provided on a non-GAAP basis without a reconciliation to the most directly comparable GAAP measures because the Company is unable to predict with a reasonable degree of certainty certain items contained in the GAAP measures without unreasonable efforts. Such items include without limitation, acquisition related expenses, restructuring and related expenses, and other items not reflective of the Company’s ongoing operations.

SECOND QUARTER 2025 RESULTS

SOLID SECOND QUARTER RESULTS WITH SEQUENTIAL IMPROVEMENT ACROSS ALL THREE OPERATING SEGMENTS

- Consolidated sales decreased 24% to \$145.5 million.
- Branded Spirits sales declined 5%. Our premium plus growth continued, driven by Penelope's strong momentum, while our mid and value priced portfolio, combined, declined by double digits.
- Distilling Solutions sales declined by 46% primarily due to lower brown goods sales, which were largely in line with our expectations.
- Ingredient Solutions sales increased 5%. Sales of each of the segment's product lines showed sequential improvement, reflecting commercialization of new domestic customers as well as improved operational execution relative to the first quarter.
- Adjusted EBITDA and adjusted EPS decreased by 38% and 43% to \$35.9 million and \$0.97, respectively.
- Year to date operating cash flows increased \$26.8 million to \$56.4 million. Our net debt leverage ratio remained relatively stable at 1.8x as of June 30, 2025.



QUARTERLY SALES AND GROSS PROFIT LARGELY IN LINE WITH OUR EXPECTATIONS

LOWER SALES AND GROSS PROFIT DRIVEN LARGELY BY WEAKER BROWN GOODS SALES

Consolidated Sales (Quarter Ended 6/30/2025)	SMM	Change vs Prior Year	
		SMM	%
Branded Spirits	\$60.5	\$(3.5)	(5)%
Distilling Solutions	50.0	(43.4)	(46)
Ingredient Solutions	35.0	1.6	5
MGP Ingredients	\$145.5	\$(45.3)	(24)%

Consolidated Gross Profit (Quarter Ended 6/30/2025)	SMM	Change vs Prior Year	
		\$MM	%
Branded Spirits	\$32.0	\$(1.6)	(5)%
Distilling Solutions	18.8	(23.7)	(56)
Ingredient Solutions	7.6	0.5	7
MGP Ingredients	\$58.4	\$(24.8)	(30)%

ADJUSTED EPS DECLINE REFLECTS LOWER OPERATING INCOME

Second Quarter Adjusted EPS⁽¹⁾



BRANDED SPIRITS

PENELOPE'S ONGOING MOMENTUM DROVE PREMIUM PLUS GROWTH

Branded Spirits (Quarter ended 6/30/2025)	SMM	Change vs Prior Year	
		SMM	%
Premium plus	\$31.1	\$0.4	1%
Mid	15.5	(1.6)	(9)
Value	8.9	(2.7)	(23)
Other	5.0	0.4	8
Sales	\$60.5	\$(3.5)	(5)%
Gross Profit	\$32.0	\$(1.6)	(5)%
Gross Margin	52.8%		0.3 pp

6 Note: Totals may not match due to rounding. All comparisons are on a year-over-year basis.
PP: Percentage points

DISTILLING SOLUTIONS

INLINE BROWN GOODS SALES AND GROSS PROFIT RESULTS DEMONSTRATE IMPROVED VISIBILITY

Distilling Solutions (Quarter ended 6/30/2025)	SMM	Change vs Prior Year	
		SMM	% Change
Brown goods	\$35.1	\$(40.4)	(54)%
Warehouse services	8.0	(0.4)	(5)
White goods and other co-products	6.9	(2.6)	(27)
Sales	\$50.0	\$(43.4)	(46)%
Gross Profit	\$18.8	\$(23.7)	(56)%
Gross Margin	37.6%		(7.9) pp

7 Note: Totals may not match due to rounding. All comparisons are on a year-over-year basis.
PP: Percentage points

INGREDIENT SOLUTIONS

SEGMENT SALES AND GROSS PROFIT RETURN TO GROWTH

Ingredient Solutions (Quarter ended 6/30/2025)	SMM	Change vs Prior Year	
		SMM	%
Specialty wheat starches	\$18.5	\$(0.7)	(4)%
Specialty wheat proteins	12.6	1.4	13
Commodity wheat starches	3.1	0.1	3
Commodity wheat proteins	0.8	0.8	n/a
Sales	\$35.0	\$1.6	5%
Gross Profit	\$7.6	\$0.5	7%
Gross Margin	21.7%		0.3 pp

8 Note: Totals may not match due to rounding. All comparisons are on a year-over-year basis.
PP: Percentage points

2025 FINANCIAL GUIDANCE

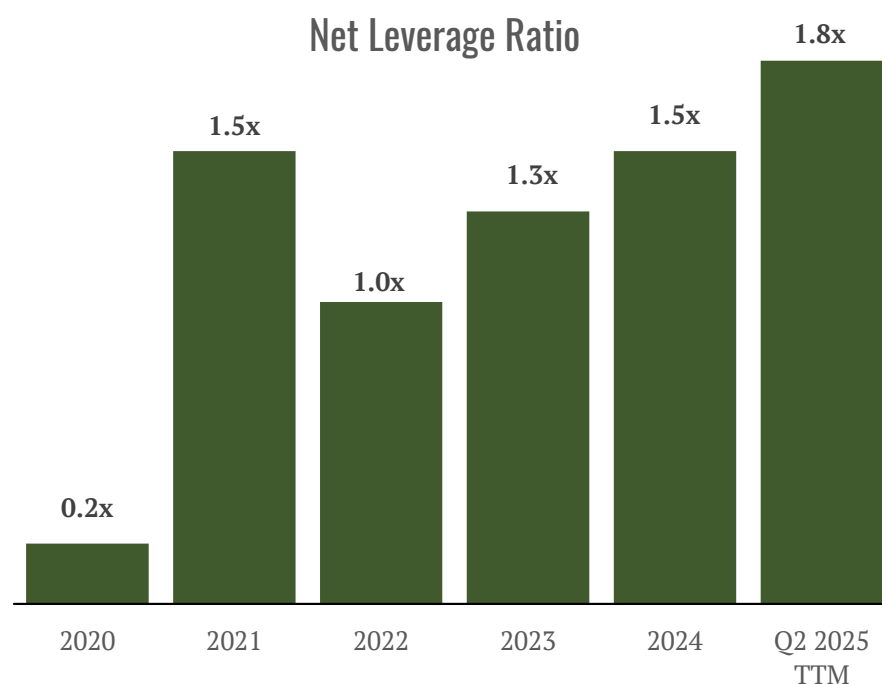
REMAIN ON TRACK TO DELIVER FULL-YEAR OUTLOOK

Full-Year 2025 Guidance ¹	
Sales	\$520 million to \$540 million
Adjusted EBITDA	\$105 million to \$115 million
Adjusted basic EPS	\$2.45 to \$2.75
Effective tax rate	~ 25%
Basic weighted average shares outstanding	~ 21.4 million
Capital expenditures	~ \$32.5 million

STRONG CASH FLOWS AND BALANCE SHEET FLEXIBILITY

STRONG YEAR-TO-DATE CASH FLOWS SUPPORT CONTINUED BALANCE SHEET STRENGTH

- Strong balance sheet with excellent access to capital, with total debt of \$297 million and a cash position of \$17 million as of June 30, 2025
- Year-to-date operating cash flows increased \$26.8 million to \$56.4 million as of June 30, 2025
- With the completion of our second quarter 2025 refinancing, total availability of \$646 million under our debt facilities as of June 30, 2025
- Net leverage ratio of 1.8x as of June 30, 2025



Portfolio of Attractive Premium Plus Brands



TOTAL PREMIUM PLUS RETAIL SALES

**13 Week Y/Y*

MGP: +2%

INDUSTRY: 0%



PENELOPE
BOURBON

*Continued
Momentum in
Q2 2025*

+64%

**13 Week Y/Y*

**Industry Premium Plus
American Whiskey: -2%**
**13 Week Y/Y*



el Mayor
TEQUILA

*Growth
Continued in
Q2 2025*

+3%

**13 Week Y/Y*

**Industry Premium
Plus Tequila: +2%**
**13 Week Y/Y*



REBEL
BOURBON

*Strong
Turnaround for
Brand continued
with REBEL 100*

+7%

**13 Week Y/Y for
Rebel 100*

**Industry Premium Plus
American Whiskey: -2%**
**13 Week Y/Y*

*Sales in dollar value as reported by Nielsen for the period ending on July 12, 2025

APPENDIX

CHANGE IN BASIC AND DILUTED EPS

Change in Basic and Diluted EPS, quarter versus quarter	EPS	Change
Quarter ended June 30, 2024	\$1.43	
Change in operating income ¹	(0.79)	(56)%
Change in interest expense, net ¹	0.01	1%
Change in other income, net ¹	(0.02)	(1)%
Change in effective tax rate	0.01	1%
Change in income allocated to participating securities	0.01	1%
Change in weighted average shares outstanding	0.02	1%
Quarter ended June 30, 2025	0.67	(53)%

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES



NET INCOME TO ADJUSTED EBITDA AND NET DEBT LEVERAGE RATIO

(\$ in thousands)	2020	2021	2022	2023	2024
Net Income	\$40,345	\$90,817	\$108,872	\$107,130	\$34,465
Interest	2,267	4,037	5,451	6,647	8,439
Taxes	12,256	30,279	31,300	34,616	33,977
Depreciation and amortization	12,961	19,092	21,455	22,113	21,989
Share-based compensation expense	5,289	3,306	5,502	7,501	3,188
Equity method investment loss (gain)	-	1,611	2,220	337	(1,827)
Impairment of long-lived assets and other	-	-	-	19,391	137
Fair value of contingent consideration	-	-	-	7,100	16,100
Goodwill impairment	-	-	-	-	73,755
Business acquisition costs	919	8,927	-	2,060	116
Executive transition costs	1,932	-	-	3,134	4,075
Insurance recoveries	-	(16,325)	-	-	-
Unusual items cost	-	-	-	-	2,081
Inventory step-up – Branded Spirits	-	2,529	-	-	-
Adjusted EBITDA	\$75,969	\$144,273	\$174,800	\$210,029	\$196,495
Total debt	\$39,871	\$233,399	\$230,335	\$287,249	\$323,541
Cash and cash equivalents	21,662	21,568	47,889	18,388	25,273
Total net debt	\$18,209	\$211,831	\$182,446	\$268,861	\$298,268
Net debt leverage ratio¹	0.2x	1.5x	1.0x	1.3x	1.5x

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES



NET DEBT LEVERAGE RATIO

(\$ in thousands)	Quarter Ended 9/30/2024	Quarter Ended 12/31/2024	Quarter Ended 3/31/2025	Quarter Ended 6/30/2025	TTM ¹ 6/30/2025
Net income (loss)	\$23,862	\$(41,998)	\$(3,057)	\$14,427	\$(6,766)
Interest expense	2,174	2,041	1,854	1,897	7,966
Income tax expense	7,554	10,053	671	4,308	22,586
Depreciation and amortization	5,680	5,691	5,808	5,830	23,009
Share based compensation	767	440	742	1,288	3,237
Equity method investment gain	(832)	(381)	(257)	(237)	(1,707)
Goodwill Impairment	-	73,755	-	-	73,755
Professional service fees	-	-	382	-	382
Fair value of contingent consideration	6,400	200	14,700	8,000	29,300
Business acquisition costs	15	15	-	-	30
Executive transition costs	-	2,857	306	376	3,539
Restructuring and other costs	-	-	613	-	613
Unusual items costs	34	408	-	-	442
Adjusted EBITDA	\$45,654	\$53,081	\$21,762	\$35,889	\$156,386
Total debt					\$297,086
Cash and cash equivalents					17,320
Net debt					\$279,766
Net debt leverage ratio²					1.8x

15 ¹ TTM is defined as trailing twelve months

² Net debt leverage ratio is defined as net debt divided by adjusted EBITDA

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES

FOR THE QUARTERS ENDED JUNE 30, 2025 AND 2024

Quarter Ended June 30, 2025 (in thousands, except per share amounts)	Operating Income	Net Income	Basic and Diluted EPS
Reported GAAP Results	\$20,318	\$14,427	\$0.67
Fair value of contingent consideration	8,000	6,160	0.29
Executive transition costs	376	290	0.01
Adjusted Non-GAAP Results	\$28,694	\$20,877	\$0.97

Quarter Ended June 30, 2024 (in thousands, except per share amounts)	Operating Income	Net Income	Basic and Diluted EPS
Reported GAAP Results	\$43,387	\$32,017	\$1.43
Impairment of long-lived assets and other	21	16	-
Fair value of contingent consideration	5,400	4,104	0.19
Business acquisition costs	15	11	-
Executive transition costs	843	641	0.03
Unusual items costs	1,639	1,246	0.06
Adjusted Non-GAAP Results	\$51,305	\$38,035	\$1.71

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES

RECONCILIATION OF NET INCOME TO ADJUSTED EBITDA

(\$ in thousands)	Quarter Ended 6/30/2025	Quarter Ended 6/30/2024
Net income	\$14,427	\$32,017
Interest expense	1,897	2,205
Income tax expense	4,308	10,108
Depreciation and amortization	5,830	5,329
Share based compensation	1,288	865
Equity method investment gain	(237)	(910)
Fair value of contingent consideration	8,000	5,400
Executive transition costs	376	843
Impairment of long-lived assets and other	-	21
Business acquisition costs	-	15
Unusual items costs	-	1,639
Adjusted EBITDA	\$35,889	\$57,532

DESCRIPTION OF NON-GAAP ITEMS

- Fair value of contingent consideration relates to the quarterly adjustment of the contingent consideration liability related to the acquisition of Penelope Bourbon LLC. It is included in the Condensed Consolidated Statement of Income as a component of operating income and relates to the Branded Spirits segment.
- The executive transition costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item. The adjustment includes costs related to the transition of certain executive and board of director positions.
- The professional services fees are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item. The adjustment includes costs related to professional services in conjunction with the goodwill impairment valuation.
- Business acquisition costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item and include transaction and integration costs associated with the various acquisitions and mergers.
- The restructuring and other costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item. The adjustment includes special one-time severance costs related to the reduction in force that occurred during the period.
- The impairment of long-lived assets and other relates to impairments of assets as well as miscellaneous expenses in connection with the closure of the Atchison distillery. Impairment of long-lived assets and other are included in the Condensed Consolidated Statement of Income as a component of operating income and relates to the Distilling Solutions segment.
- The unusual items costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item. This adjustment includes professional and legal costs associated with special projects.
- The insurance recovery costs are included in the Consolidated Statement of Income within the insurance recoveries line item. During November 2020, we experienced a fire at the Atchison facility. The fire damaged certain equipment in the facility's feed drying operations and caused a temporary loss of production time. This adjustment includes the legally binding commitment from our insurance carrier for final settlement for the replacement of the damaged dryer.
- The finished goods inventory valuation step-up costs are included in the Consolidated Statement of Income within cost of goods by the Branded Spirits segment. The adjustment includes the purchase accounting adjustment to value the acquired finished goods inventory at its estimated fair value.